

Shipping MANAGEMENT

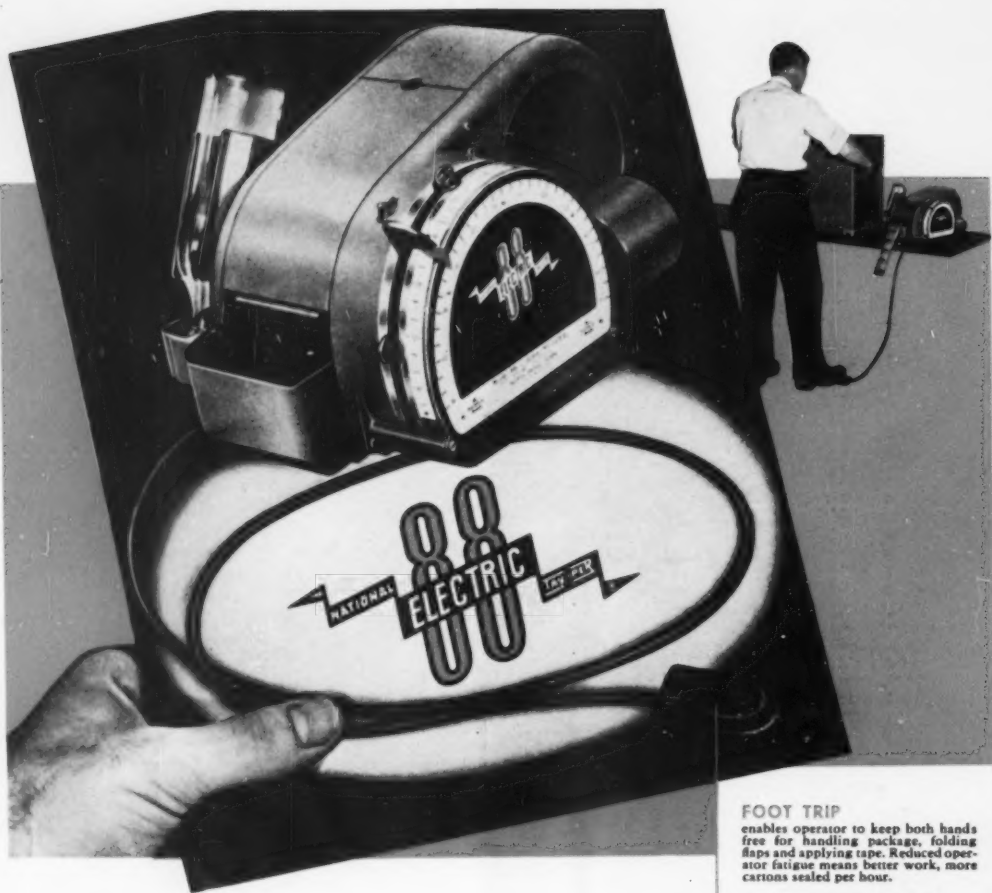
Packing Transport Handling



Left: Girl dials precise measurement of tape, which smiling shipping clerk is shown applying to carton in inset. Story on page 11.



• SEPTEMBER 1952



It's New... It's Faster the National Electric **TAY-PER**®

Your demands for speed in packaging can now be met with the new National Electric Tayper.

By combining the speed of semi-automatic operation with improved methods for moistening and dispensing tape, the new National Electric Tayper will pay for itself in savings of time, labor and tape.

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For Free
Folder**

FOOT TRIP

enables operator to keep both hands free for handling package, folding flaps and applying tape. Reduced operator fatigue means better work, more cartons sealed per hour.

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of paper, cloth and fibre-reinforced tape 1" to 4" wide.

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DIVISION OF NASHUA CORPORATION
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(Please Print)

Company

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PILFERAGE AND DAMAGE

CLAIMS

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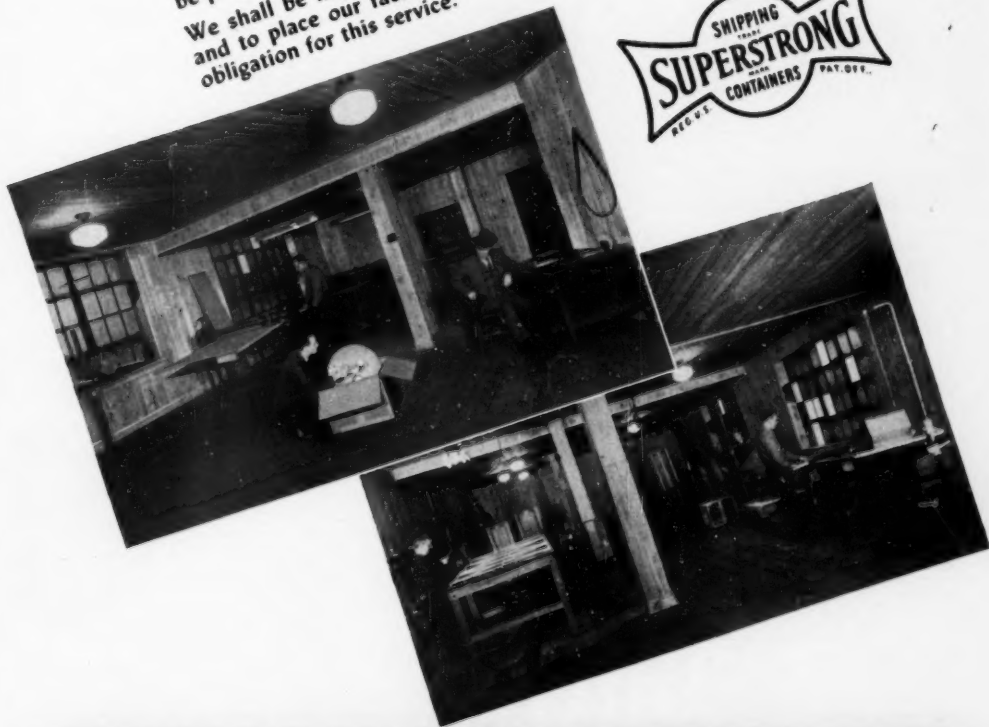
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SHIPPING MANAGEMENT, SEPTEMBER, 1952

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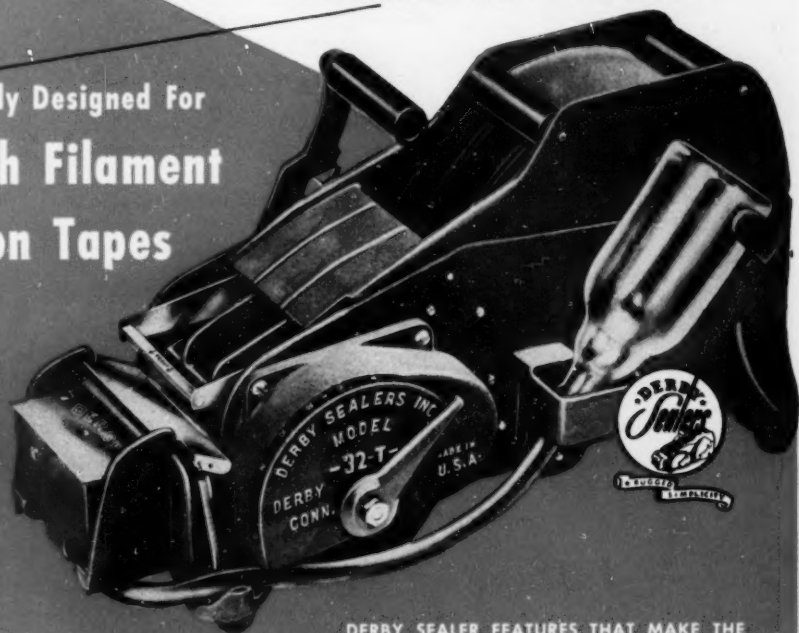
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MODEL 32-T

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Especially Designed For
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*These are trade names used by various manufacturers to describe their filament imbedded tapes.

DERBY SEALERS, INC.

**Designers and Builders of Derby Sealers and
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This announcement is under no circumstances to be construed as an offer to sell or as a solicitation of an offer to buy any of these securities. The offering is made only by the Prospectus.

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July 31, 1952

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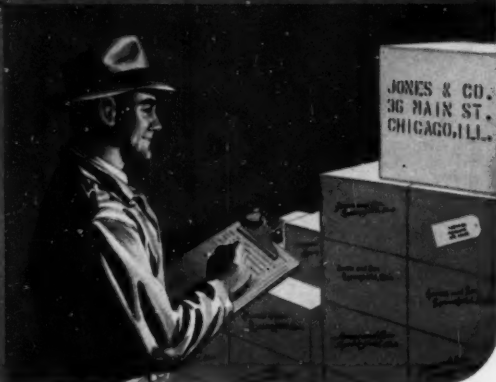


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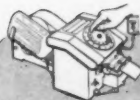
- MARKS FASTER, EASIER
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PERMANENT ADDRESSES
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Better Shipping Manual

425 FOURTH AVE. NEW YORK 16, N. Y.

Packing

A Punch..By S. H.

TWO comments on causes of shipping loss can be made immediately says West Coast Shipper. First, as regards the inadequate packing and marking of shipments, the carriers must establish a friendly but firm and constructively critical relationship with the shippers in order to point out packing and labeling weaknesses and how they may be corrected. Cartons that are unsatisfactory in these respects must be refused and, if done properly and tactfully, the refusals and suggestions can be presented as an additional service of the truckman who is acting in the shipper's interest. Carriers should account for some antagonism and a possible account loss; but it should be remembered that the carriers are not only dealing with incipient theft claims in this instance, but are also directly checking concealed damage claims amounting to 13.5 percent.

Second, shipments are always subject to theft by third parties. Actually, however, experience indicates that the percentage of losses from this source is quite small, occurring principally when the pick-up and delivery trucks are left unattended. The carriers are doing everything in their power to correct this fault.

★ ★ ★

Interest continues in the savings which may be effected through palletizing goods for export shipment according to
(Continued on Page 26)

ON OUR COVER

THE new Marsh Electric Dial-Taper has been on the market long enough to elicit comments and case histories from various manufacturers who have been using it among them the Nunn-Bush Shoe Company, Dependon Products, Inc., and Ralston Purina Company. All the reports show increase in efficiency, savings in time and effort, saving in the amount of tape used, and convenience.

Recently Ralston Purina Company reported, as part of a case history story which appeared in an earlier issue of "Shipping Management":

"In wrapping and sealing we found that the fast sealing of correctly moistened tape from this new dispenser often saves an average of more than 15 seconds per unit, time previously required merely for pressing the tape to make sure it was sealed. This seemingly small saving adds up."

The Company pointed out that in one particular operation the saving in man-labor added up to about \$35 per year.

The young lady shown in our Cover Photo of The Month is about to dial the
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SEPTEMBER, 1952

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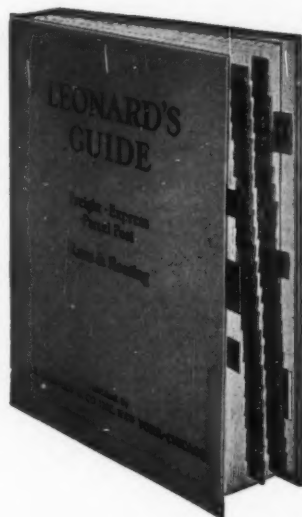
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40

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Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

SEPTEMBER, 1952
VOLUME 17
NUMBER 9

How Standardized Package Sizes Save Costs For Black & Decker

By J. F. APSEY, JR.
Advertising Manager
The Black & Decker Manufacturing Company
Towson, Maryland

IN 1949 IT WAS QUITE EVIDENT that the packaging of Black & Decker accessory items was grossly inadequate, unsightly and incommensurate with the quality and reputation of the products themselves. It was also a fact—though not quite so evident—that the then current method of packaging our 1500 different accessory items was actually costly. In most cases, the package failed to protect the contents from damage in transit and handling; it permitted loss and shortages, encouraged pilferage; required the expense of repackaging in many instances; and incurred costly adjustments and claims, correspondence and bookkeeping details that were expensive, embarrassing and discouraging. Furthermore, the absence of adequate attractive packages was depriving our line of the preferential consideration by distributors and customers which the products themselves deserved.

Recognition of these serious deficiencies in our accessory packaging prompted Black & Decker management to appoint a Packaging Committee charged with the responsibility of correcting these defects and developing a type of package and a procedure which would achieve eight major objectives:

- 1—to improve the physical strength of the packages.
- 2—to improve and standardize the labelling of the products.

Excerpts from an address by J. F. APSEY, JR., Advertising Manager, The Black & Decker Manufacturing Company, Towson, Md., delivered on April 2, 1952 before the Packaging Conference of the American Management Association, Auditorium, Atlantic City, N. J.



J. F. APSEY, JR.

J. F. APSEY, JR. has been with The Black & Decker Manufacturing Company since 1927 when he was employed as a member of the advertising department. His current position as advertising manager dates back to 1935. He also fills the job as chairman of his company's packaging committee. Mr. Apsey is very active in outside activities and currently serves as president of the National Industrial Advertisers Association.

- 3—to develop a package design emphasizing brand identification.
- 4—to develop interchangeable packages.
- 5—to improve the visibility of trade marks.
- 6—to work out identifying color schemes.
- 7—to reduce the number of different packages required.
- 8—to reduce packaging material storage space.

The Problems Analyzed

First, we realized the need for improving the physical strength of most of our accessory packages. We studied the disreputable condition of some of our old style packages after they had reached our distributors—only half way in their travels to the consumer. You

can recognize the costliness of replacing damaged or broken products, and making up shortages due to loss or pilferage which these packages actually encouraged. The existing packages were of varied types, most of them being reverse-tuck folding cartons.

Improved Protection Was Needed

From the standpoint of protection, there were many opportunities for improvement. All possible types of packages were studied, samples made and tested. These varied from a simple reverse-tuck folding carton with an improved locking arrangement to the patented metal edge type. All were discarded in favor of the type which we are now using—the tray and sleeve type—for reasons peculiar to our particular packaging problems. Our decision was based on the fact that a tray with double glued side walls provides corner strength and resistance to crushing and it has three distinct advantages. First, it is a folding carton delivered flat and requires no set-up machinery. Second, it presents a neat, unobstructed end for labeling. Third, it is a tray which can be easily procured from many sources. The glued sleeve, which completes the package, gives additional strength by providing a tension strap around the tray.

The second problem was better labelling of the accessory item boxes. You may consider this phase foreign to a discussion of cost—but when good labelling facilities correct filling of orders, helps to reduce errors, and invites the selection of your product over competition, I say it has a definite bearing on cost. In order to improve the legibility of catalog numbers and names of products on the end labels, it was necessary to gain as much for this important information as possible. It was, therefore, decided to eliminate trade mark, brand identification, firm name and address from the end labels, leaving this space free for the catalog number, the quantity, the name of the item, and, in some cases, size designations. This allowed us to increase the size of these identification features greatly so that they become legible even under poor lighting conditions.

Adequate Brand Identification

The third consideration was adequate brand identification. Having eliminated trade marks and firm names from the end labels, it was necessary that these identifications be displayed strongly elsewhere on the package. It was decided to make them the basis of a "step-and-repeat" decorative pattern for the package sleeve. The "step-and-repeat" pattern offers the greatest opportunity for repetition and dominant visibility of the trade mark and eliminates the necessity of separate printing plates and press runs for each different-sized package, allowing a wide choice of production methods to the box manufacturer. The size of the basic unit of the "step-and-repeat" pattern was based on (1) the necessity that it appear uninterrupted at least once on

Print-Decorated Wrapping Paper Used On Nursery Stock

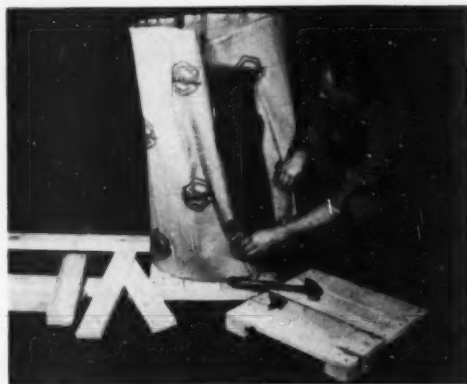


Photo & Data Courtesy Thilmany Pulp & Paper Co.

Shippers have shown widespread interest in print-decorated protective wrapping papers. Many shippers are taking advantage of the identifying and advertising value of having their trade name follow their products in transit. Photo above of an identified wrapper being used for nursery stock illustrates the possibility of printing crinkled grades where extra flexibility is desirable.

the smallest package and (2) that on the largest packages this design appear as large as possible.

A fourth problem which was peculiar to our own operation at that time was the fact that these accessory items were being sold under two basic brand names—Black & Decker and Van Dorn. Previously, company or brand identity had been printed on the box or on the gummed label for the box—and once the boxes had been printed or labelled, assembled and filled, it was impossible to balance stacks between the two lines without destroying the entire box and repackaging the item in a new box of the other brand.

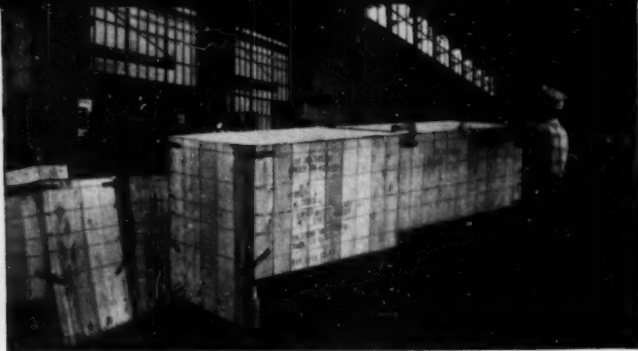
The reason for adopting the separate sleeve and tray construction has been explained on the basis of improved strength. The reason for removing the brand identification from the end labels has been explained on the basis of better legibility for stock room identification. There was, however, another important reason which influenced these decisions. It was that, with the simplified end label, showing product number and identity only, all trays and their end labels were interchangeable between Black & Decker and Van Dorn for any given item. This has operated to reduce the minimum requirements of duplicate stock of identical accessories carried in inventory, another cost factor of appreciable importance.

Since originally adopting this method of labelling these accessory items, we have further simplified the process by developing a method of imprinting the tray

(Continued on Page 28)



Hood is assembled by laying the top upside down on the floor and nailing to it, first, each side panel and then each end panel.



After being assembled, a hood is turned right side up, and lifted by a travelling hoist, over the tractor it is to protect.

Engineered Hood Protects Shipments of Tractors Against Climate and Thieves

UNIQUELY ENGINEERED and relatively inexpensive wirebound hoods are used by the Tractor Works of the International Harvester Co. at Chicago to effectively protect export shipments of tractors against both weather and thieves.

The hood snugly fits over the engine, controls, and seat and is securely held in place by steel strapping wires and belts that join the hood to the front of the tractor.

Adoption of the wirebound hood resulted in impressive savings in packing costs, according to Rudolph M. Heckmann, Materials Handling Engineer, and at the same time reduced shipping weight. The hood provides complete protection against ordinary shipping hazards, successfully thwarts pilferers from removing vital parts of tractors, and permits stacking of considerable distributed weight on top of tractors after they are stored aboard ship.

Each hood consists of the top and four wirebound panels prefabricated to precise specifications. It is assembled by laying the top of the hood upside down on the floor and nailing to it, first, each side panel and then each end panel. The wirebound panels are joined together securely at the corners by engaging and folding the wire loop fasteners and reinforcing each corner with two steel bands about nine inches long.

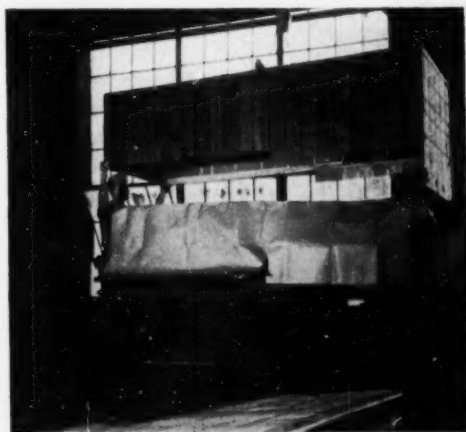
Four different sizes of wirebound hoods are used to cover Models T6 and TD-6, T-9 and TD-9, TD-18A International crawler tractors that weigh 7,378, 10,827, 17,124 and 23,941 pounds, respectively. The corresponding wirebound hoods weigh 153, 157, 188 and 221

pounds, thus providing impressively low ratios of tare weight.

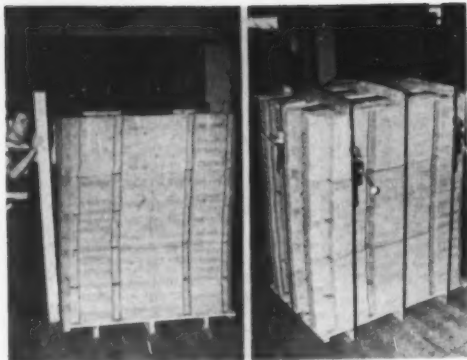
Tractors are "packed" after they are loaded on railroad flat cars or trucks for shipment. After being assembled, a hood is turned right side up, lifted by a travelling hoist, and lowered over a tractor, whose top first has been covered with a waterproof paper hood.

Because each wirebound hood has been precisely

(Continued on Page 31)



The hood is lowered over the tractor from the travelling hoist. The top of the tractor has been covered with a waterproof paper hood as preliminary packaging.



Left: Prior to strap application, the columns of carton blanks are aligned vertically by tapping the edges of the columns with a 4" x 4" x 6 ft. timber.

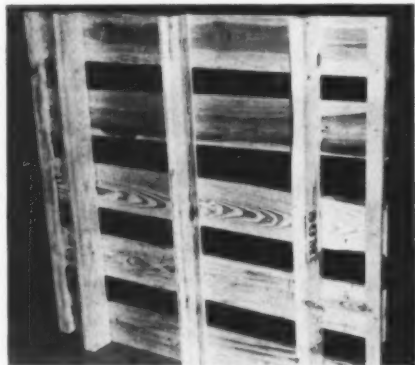
Right: Straps are equally tensioned by separate stretching tools. Unlimited take-up on these stretchers permits compression of the carton blanks.

IN our July issue we presented Harland Black's story of how the National Biscuit Company has gone all the way with the utilized pallet pack. This month we present the same story complete, in pic-

Using The Pallet As A Package

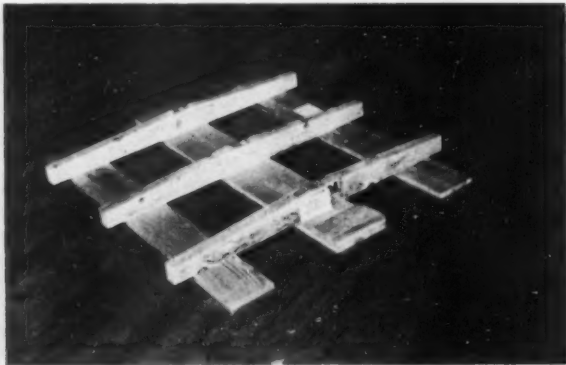
By **HARLAND R. BLACK**
Manager, Materials Handling Division
Traffic Department
National Biscuit Company

ture fashion, in actual photos of various NABISCO plants, as supplied by Mr. Black. Mr. Black originally spoke on this subject at the AMA Show in Atlantic City, last April.



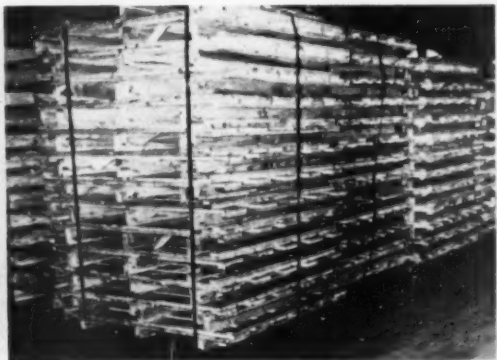
A typical single faced pallet, standing on end.

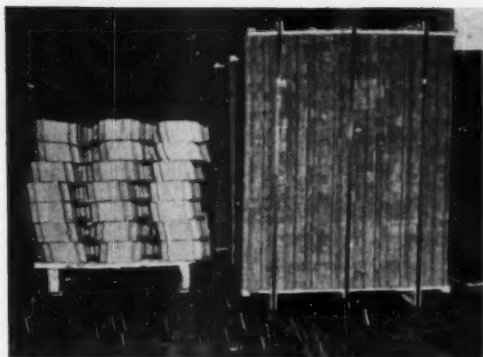
Strapped units are accumulated in carload quantities in the "car assembly area."



A corresponding Top Brace for pallet shown in Photo 2.

Method of strapping pallets and top braces for return to carton plants by bakeries.





7. This illustration contrasts the old and new methods of handling carton blanks at our Beacon, N. Y. Carton Plant.

8. Pallet loads are also handled with electric fork trucks.

(TOP PHOTOS)

(CENTER PHOTOS)

9. Pallet loads are stowed in boxcars (and also in truck trailers) with motorized pallet trucks.

10. This is another view of the car bracing method we use. When bracing 50 ft. cars, 4-4" x 4" hardwood lateral members are used in the bulkhead.

(BOTTOM PHOTOS)

11. Former method used by Marseilles, Ill. Plant.

12. Pallet loads are braced with steel band. Dunnage lumber is salvaged by our bakeries and used for bracing shipments of bakery products.





D. R. Dominic's

"LISTEN, Mr. Traffic Manager"

GOVERNMENT SHIPMENTS, aside from the complications of marking, packing methods etc., can become extremely complicated from the standpoint of routing, proof of delivery etc. The liaison then between the Accounting, Order, Sales and Traffic Departments becomes increasingly important and transmittal of information a mandatory procedure. There is continually demonstrated the fact that the handling of transportation and collection of transportation charges on shipments to government agencies can be complicated and can easily result in loss. Unless every care is taken to conform exactly to terms of the order or contract and to customary government procedure, it may be impossible to obtain reimbursement for all or part of the transportation and correspondence.

On all government orders the Order Department should specify terms and shipping instructions as instructed on the original order. If there are no shipping instructions, this fact should be recorded, "No shipping instructions. Ship cheapest way." In this respect then Traffic should be responsible for the routing. Caution should be exercised to obtain proper receipts when turned over to the carrier even if it be by Parcel Post.

Orders are sometimes prepared from preliminary letters of award, wires and similar documents. These are likely to provide very limited information as compared to the contract which comes along several months later. When the financial people get around to paying an invoice after an even more prolonged delay, they very carefully check the invoice against the contract terms which didn't even exist at the time the order was originally prepared. The following steps may help to avoid troubles arising from this discrepancy between procurement zeal and administrative lethargy.

- A. The Sales Department should be sure that the preliminary informal orders are as complete and as well recorded as possible.
- B. When an order is entered from some original document other than the final purchase order or contract, this should be specified on the order form, as for example, letter of award, letter, etc., with date applying.
- C. When the confirming purchase orders or contracts are finally obtained it is apparently necessary that they be checked by the Order

Department against the order already entered to be sure that there are no additional or conflicting terms with respect to transportation or payment. This would at least permit adjustment on shipments not already made.

(Continued on Page 33)

Huge Airplane Fixtures Moved Across Country By Truck

Ten welded steel tube fixtures in which to build airplane wings had to be moved from the Glenn L. Martin plant near Baltimore to a subcontractor, Intercontinental Manufacturing Company, in Texas. Each fixture weighs 18,000 pounds, is 51'8" long, 14' 4 1/4" wide and 10' 5 1/4" high.



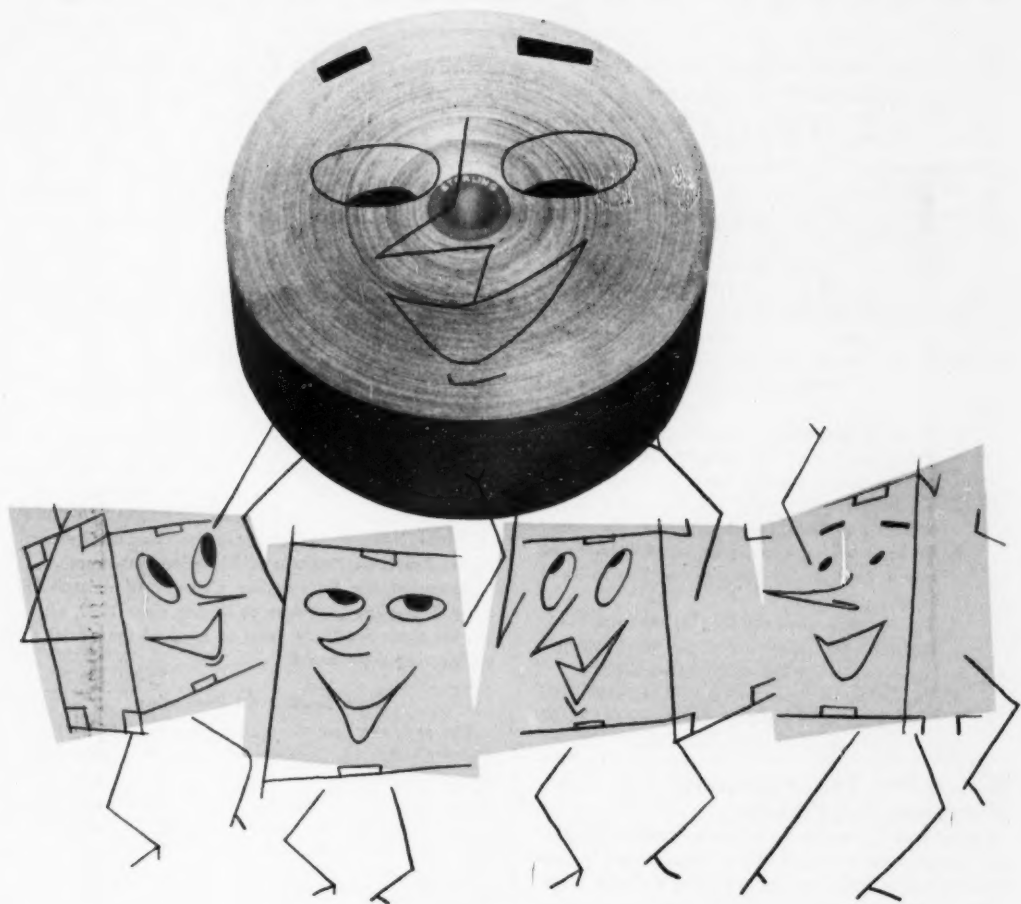
Despite width of load, traffic usually had room to pass, though it was sometimes a tight squeeze, as on this road near Kingsport, Tenn.

The fixtures are being used by Intercontinental to build outer wing panels for the U. S. Navy's Martin P5M-1 Marlin anti-submarine seaplanes. The "tools" (even an ungainly object 51 feet long is a tool) had to be built complete in Baltimore and shipped as a whole to Texas. No partial disassembly into smaller units was economically feasible.

The shipping problem landed in the lap of Herb Altenberger, Martin traffic supervisor. Working for an airplane manufacturer and so being air minded, he first looked into the possibility of flying the fixtures. No airplane available could handle them. The weight was not too great but the sheer size of the fixtures stopped that line of investigation.

Then came the railroads. The nine tons would be

(Continued on Page 30)



Ask your paper merchant for Sterling Supreme next time you need a finer gummed tape.

OUR HERO!

Sterling Supreme Super-Standard Gummed Tape is a shipper's hero from coast to coast.

There's good reason why Sterling Supreme Super Standard Gummed Tape is a hero. This outstanding combination of kraft paper and a better gumming, saves many thousands of cartons from costly damage every day. Properly applied Sterling Supreme Super-Standard Gummed Tape holds permanently, does its intended job perfectly.

THE GUMMED PRODUCTS COMPANY

Offices • TROY, OHIO • Mills

Atlanta, Chicago, Cincinnati, Cleveland, Los Angeles, New York, Philadelphia, St. Louis

Package Engineer Reporter

MH Education To Be Pushed By College—Industry Committee

In order to make it possible for engineering students better to equip themselves for fruitful industrial service in the fast-growing technology of material handling, the 78 major manufacturers of material handling equipment (acting through their trade association, The Material Handling Institute) and the nation's 3,000 professional material handling engineers who are members of the American Material Handling Society have joined hands with leaders in the field of engineering education to form an autonomous College-Industry Committee on Material Handling Education. The committee's work will be dedicated to five clear cut objectives:

1. To make available to colleges and other study groups material of recognized quality for use in courses on material handling.
2. To initiate development of new material, not presently available, for use in such courses.
3. To become known as a source and authority on sound good-quality information for material handling courses.
4. To stimulate more teaching of material handling (and the importance of material handling) in the nation's colleges and universities.
5. To determine from industry what skills and understanding it requires in the material handling engineers the colleges turn out.

Mfr. of Dip Tanks Employs Handicapped Persons

Quite recently one of the largest makers of wax and plastic dipping tanks, with headquarters in Chicago, received an unusual citation from the Chicago Daily News. Phil S. Hanna, in his daily column, "Everybody's Business" devoted his space to the D. C. Cooper Co.

The Cooper Co., Mr. Hanna pointed out, had done perhaps more than any other single firm in providing work for handicapped persons through Goodwill Industries. The company's orders in 1951 made possible more than \$90,000 of that organization's payrolls. This was stated to be more than 50% of the gross volume of employment of Goodwill Industries. Goodwill is now working on another D. C. Cooper order for 660,000 units.

When Mr. Cooper first contracted to make humidity indicators, to the number of 4,500,000 he subcontracted the packaging to Goodwill Industries. He bought all the raw materials as well as special filling and sealing machinery. Goodwill gets the use of these. Not a single rejection was reported by the government from the orders filled by handicapped workers.

Major Problems To Be Mapped By U. Of Ill. Profs At SIPMHE Exposition

Four top Universities of Illinois engineers and economists will map out major problems facing the packaging and materials handling industries at the 7th Annual Short Course of the Society of Industrial Packaging and Materials Handling Engineers in Chicago this October.

The four-day short course is sponsored jointly by the SIPMHE and two University of Illinois divisions—that of Extension Services, and the mechanical engineering department.

All sessions will be held in the Coliseum. They begin Monday morning, Oct. 13, and end Thursday afternoon, Oct. 16.

Keynote speaker will be Dean William L. Everitt of the college of engineering, with a Monday morning address on "The Engineer's Role in Cost Reduction." Dr. Everitt is a past president of the national Institute of Radio Engineers, a member of the board of directors of the American Institute of Electrical Engineers, and secretary of the Engineering College Administrative Council. He has been dean at Illinois since 1929, after serving there for three years as head of the electrical engineering department.

Case Studies Of Packaging

The next morning the lead-off speaker will be Professor Charles H. Sandage, who has an international reputation as a marketing specialist. The Illinois economist will overview the best ways to make case studies of consumer and functional packaging. He will also suggest effective means of presenting the results of these studies to budgeting, administrative, and production officials. Dr. Sandage is not only a member of the college of commerce but also a special consultant to the University's division of communications research.

Professor Leo Pigage, whose talks on work simplification were high-lights of the 1948 SIPMHE-University short course, will return to the program with a Tuesday afternoon talk on recent progress in his field. Professor Pigage has a national reputation as a specialist in motion study, plant layout, and methods economy and has published widely.

A second University of Illinois speaker at the same session will be Associate Professor Larry Doyle, who like Pigage is a mechanical engineer. Again like Pigage, he spent several years in industry before joining the university staff. He teaches courses in metal processing and tool engineering, and is the author of a standard work on this subject as well as of many papers and articles.



Sketch Courtesy Pitney-Bowen, Inc.

9 Basic Rules For Handling Parcel Post And Mail Packages

FASTEST DISPATCH of business mail is to a large degree dependent upon the methods used in your own office. The manner in which you prepare your mail can speed or delay it, once it is placed in the hands of your post office. The following suggestions, drawn from one firm's 31 years' experience with business mail, are endorsed by the Post Office Department.

Early in—early out: Most post offices receive 75% or more of the day's mail during late afternoon or early evening hours. Obviously, when too many firms deposit all their mail at day's end, it creates serious jams at the post office. If firms deposited a portion of their mail earlier in the day—at noon, for example—this would relieve the post office—and you would benefit because your mail would receive faster handling and be on its way hours sooner. The old postal slogan "Mail Early and Often" has a vital meaning today.

Be zealous about zones: Zone numbers were established to speed your mail on the delivery end. Where cities are zoned, be sure zone numbers are included when you address your mail, and be sure to include your own postal zone number on all your letterheads, invoices, envelopes, advertisements, etc.

Label the large ones: When mailing oversize envelopes or packages as First Class, be sure to affix labels or *boldly* mark the pieces "FIRST CLASS." This assures that material will not be mistaken for other than First Class mail, assures that it will get First Class handling.

Give forethought to "after-hours": When mailing of your packages is delayed after business hours, clerks

are prone to deposit them in the handiest street mail box, often not realizing that the last collection of the day may have been made. Ascertain from your local Postmaster the hour of last collection from the mail box where you normally deposit mail, and from other mail boxes in your vicinity. Many companies always deliver to the nearest post office, mail prepared after last collections to prevent its being left overnight in street mail boxes.

Take to the air: One of the more obvious ways to speed business mail is by the use of Air Mail. But too frequently use of Air Mail is haphazard. Sound business practice is to make it an office rule to use Air Mail on all important mail that would not get next-morning delivery if sent regular First Class. Your Postmaster can tell you distances East, West, North and South beyond which Air Mail for important correspondence should be standard procedure.

Don't forget there's now Air Parcel Post, too, for packages in a hurry. And don't overlook the fact that with Air Parcel Post (unlike ordinary parcel post) correspondence or personal notes may be included inside packages. **Important:** Be sure to identify *prominently* all material sent by air—use air mail envelopes or colored air mail labels, or stickers on address side of every Air Mail envelope and package. Get your Air Mail money's worth.

Special Pointers On Parcel Post

Double against trouble: Mailing labels on packages can come off, or become unreadable through mutilation. For safety, make it a point to enclose a duplicate label

(Continued on Page 30)

NEW PRODUCTS & LITERATURE



POWER STRAP DISPENSER

For volume users of heavy-duty strap: Manufactured by Signode Steel Strapping Co. Handles ribbon wound strap in $\frac{3}{4}$ ", $1\frac{1}{4}$ " and 2" widths. Feeds strapping at rate of 6 to 10 feet per second. Cutting operation requires only 2 to 4 seconds. Strongly and compactly made with extra-heavy steel frame. Occupies space 3 ft. x 5 ft.; 3 ft. high.



Weights 874 lbs. empty. Easy to operate. Push button control of strap feed. Machine cannot start until safety door on coil holder is shut. Has Stearns magnetic disc brake. Cutter blades of high carbon, high chrome steel, are reversible. Dodge speed reducer. Saves time and strap. Eliminates operator fatigue. Saves handling time. 4-page illustrated folder.

Wolco's Seal Strap is a new tape development of General Gunned Products, Inc. that compares to steel strapping.

Seal Strap is actually a layer of fibre glass filaments sandwiched between two layers of Kraft paper.

It is handled exactly like gummed tape and once it touches the package it is on for good, sealing when it straps.

When applied only at the points to be strapped, Seal Strap provides as much protection as with old fashioned strapping. It saves material, saves time, saves labor. Seal Strap won't harm packages or cut fingers. In addition to all these greater advantages, Seal Strap can be imprinted exactly like regular gummed tape.

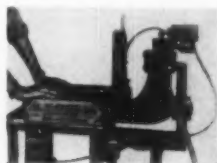
CARTON STAPLING MACHINE

International Staple and Machine Company has announced an automatic model of its retractable anvil carton stapling machine. This model (THI-HAS), recommended for closing of overlap cartons and end closure on long narrow cartons of either the overlap or slotted type, is air operated and automatically functions when the operator presses the carton against the stapling head.

Stapling of filled cartons, fibre or corrugated, is done from outside the carton. An important feature of the equipment is that it can be adjusted for concealed stapling. When adjusted in this manner, the staple penetrates ap-

proximately two-thirds of the way through the carton wall, and is clinched.

Corrugated cartons can be closed faster and more economically because the equipment makes firm, neat closures with fewer staples per unit area than any other known method. Cartons closed by this method meet full requirements of the Consolidated Freight Classification and also have the approval of the Post Office Department.



The entire assembly is mounted on a standard size flat top stainless steel table designed to accommodate cartons of various sizes. Operation of the unit requires 60 lbs. per square inch air pressure.

DRUM HANDLING ATTACHMENT

A new completely automatic, mechanically-operated drum-handling attachment, capable of carrying different size drums two-at-a-time, is available from The Yale & Towne Manufacturing Company.



The operation of this horizontal drum handler is mechanical, requiring no special hydraulic system components. It is attached to the truck by clamping it directly on the forks, a minimum of time for either installation or removal.

Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

In operation, the driver tilts the mast backwards and engages the rear hook on each boom of the attachment with the near end of each drum. By moving the truck slowly forward and tilting the mast forward, the front hooks are engaged, while long tension springs keep the rear hooks in contact with the drums. Picking up the load locks the rear hooks for positive grip. To deposit the load, this procedure is reversed.

PRESSURE-SENSITIVE TAPE FOLDER

How eight "Scotch" brand pressure-sensitive tapes can be used for various labeling, decorating, and identifying tasks is shown in a new 6-page folder.

The folder—describes tapes Nos. 600, 700, 471, 710, 750, 800, 860, and 880.

It contains 20 photographs and drawings of typical tape applications such as labeling cans, employee identification cards, and packaged merchandise; identifying parts, pipes, and floor areas; and for decorating combination deals, packages, office graphs, and other items.

The eight tapes described include colored and transparent cellophane, colored and transparent acetate fibre, acetate film, plastic film, and transparent and colored filament tape.

A table listing the properties for the eight tapes—all "engineered for labeling, decorating, and identifying applications"—describes the tensile strength, adhesion, thickness, and elongation of each.

LIGHTWEIGHT POWER CONVEYOR

The newest addition to the Speedways line is a light weight, power belt conveyor unit which the manufacturer believes to be the lowest priced portable belt conveyor on the market today.

The Speedlift, Jr., is completely portable and adjustable which makes it ideal for warehouse stacking, as a booster in gravity conveyor lines, for moving materials up average stairways, and many other everyday conveyor jobs. The Speedlift, Jr., has two 8-inch diameter semi-pneumatic tires for easy movement, and easy grip handles on each side for safe and quick movement from one place to another. This light weight conveyor is also equipped with two specially designed snub idlers for positive belt tracking, which means that no adjustment is necessary. If requested, unit can be equipped with an adjustable "Heavy Duty" support at the high end.

The Speedlift, Jr., is flexible—it can be used at any angle up to 30 degrees. It will move all types of material on its "ruff-top" 12-inch wide, 3-ply duck belt. This 10-foot long conveyor is electrically reversible.

NEW MULTI-WALL BAGS

Announcement has just been made by Alfred J. Hart, Jr., sales manager, National Waterproof Papers, Inc., that his company is now producing, in addition to its regular line of creped shipping and packing materials, a complete line of crinkled kraft multi-wall bags. This type of bag, which the company produces in 2 to 6 plies, is a strong, easy-to-handle container for the bulk shipment of mineral concentrates, numerous chemicals, pharmaceuticals, meat products, fertilizers, farm products, powdered milk, seeds, starch products, and scores of other powdered crystalline and granulated products. Single or laminated sheets of regular or wet strength kraft are used in the construction of these tough, resilient containers.



All plies are held firmly together with an adhesive compound. Protection for moisture-sensitive products may be obtained by incorporating wax impregnated, asphalt laminated or polyethylene coated plies, or by an inserted polyethylene liner. Bags can be made in any size up to 36 inches wide, with a maximum of 44 inches for some applications.

The product's name is Tufpak to indicate the tough, resilient quality of the bag which is also said to be easy to handle and stack. Many shippers have found that this bag is an economical and satisfactory container for products formerly shipped in burlap and textile bags, wooden barrels and fiber drums and cartons.

New high-speed four-color printing equipment has been installed to provide any type of imprinting on a quantity basis, according to the announcement. The company also makes a polyethylene liner that meets Government standards for products requiring special protection in shipping and storage.


LITERATURE ON DUMBWAITERS

A new four page 2 color catalog, describing and illustrating the new power-driven Sage Dumbwaiter, has just come off the press. This low-cost Sage Dumbwaiter is self-contained, compact, easy to install and equipped with fully automatic push button control stations, according to the manufacturer, for conveying up and down and between floors.

MEN — METHODS — MATERIALS

McLAURIN JONES
Product

**Wise
Old
Owls
Among
Shipping
Men**



recommend, again and again...

TANGLEFOOT

SEALING TAPES

SUPER STANDARD STANDARD

BLUE STAR

SEALING TAPES

COMET SUPER STANDARD SUNRISE STANDARD



Shippers know these two "toughies" — made with strong, flexible, long-fibred kraft and refined animal glue — offer maximum closure protection at a minimum cost.

Your paper merchant will gladly show you samples today. Available plain or imprinted in a wide range of attractive colors.

The Perfect Closure for

- Shutting out Dirt
- Resisting Moisture
- Cutting Expense
- Ease of Application
- Reinforcing Cartons
- Reducing Pilferage

McLAURIN-JONES CO.

MAKERS OF FAMOUS GLASKRAFT SEALING TAPE, GLASKRAFT STRAPPING TAPE, SOLSEAL WATERPROOF TAPE, IDEAL STAY TAPE, HYFLEX SISAL TAPE AND CAMBRIC BOX TAPE
BROOKFIELD, MASS.

Offices in: New York — Chicago — Cincinnati — Los Angeles

Mills located at Brookfield & Ware, Mass. — Grand Rapids, Mich. & Homer, La.

**GAIR PIERMONT CELEBRATES
50TH ANNIVERSARY THIS YEAR**

The Gair Cartons Division (Piermont, N. Y.), of Robert Gair Company, Inc., New York is celebrating its 50th Anniversary this year, because on February 12, 1902, paperboard was first run by the Piermont Paper Company, its predecessor, over the initial machine installed. This first machine turned out approximately 25 tons a day.



Following a merger of this and other plants with Gair in 1920, not only were the paperboard manufacturing facilities expanded extensively, but one of the largest folding carton units in the country was added, with continuing improvement and enlargement of equipment throughout.

**A.T.A. APPOINTS L. C. KIBBEE CHIEF
OF EQUIPMENT & OPERATIONS SEC.**

Appointment of Lewis C. Kibbee as chief of the Equipment and Operations Section of the American Trucking Association has been announced by Ray G. Atherton, ATA general manager.

Mr. Kibbee, assistant chief of the Section, succeeds Hoy Stevens, who has resigned to accept an appointment with the Highway Transport Research Division of the U. S. Bureau of Public Roads.

Mr. Kibbee became a member of ATA's staff in 1949 as an automotive engineer. Previously he was an experimental engineer for the Mack Manufacturing Company in Allentown, Pa. Prior to his service with Mack he had maintenance and operations experience with a construction truck operator in Boston and was a driver for Interstate Busses, Inc., of Massachusetts.

Mr. Kibbee is a native of Boston, with a B.S. degree in mechanical engineering from Haverford College, Haverford, Pa., and is a member of the Society of Automotive Engineers. While attending college and immediately following his graduation he served as a driver and mechanic for several companies operating trucks and busses.

In line with reorganization of the Section, Joseph S. Pelles, Jr., has been assigned to the organization as an industrial engineer. He will continue his activities as ATA's defense agency liaison representative and secretary of the ATA National Frequency Coordinating Committee.

**F. M. MCCONNELL, JR. NAMED SALES
MGR. UNION WADDING CHI. BRANCH**

The Union Wadding Company announced the appointment of Forest M. McConnell, Jr. as Sales Manager of its Chicago Division, 317 W. Adams St.

The newly created position includes the sales direction of both the Guardian Milk Filter Disk and Cotton Wadding Departments.

McConnell has for several years served as sales manager of the Rite-Way Products Co., widely known for its line of milkers and milk handling equipment.

Mr. Gordon Carlson, of the Union Wadding Co. Milk Filter Division, will continue to service national distributors. Mr. Chas. Jackson will continue to call on his friends in the cotton wadding trade throughout the Chicago area.

**FLYING TIGER LINES FLOAT
DEBENTURES TO BUY NEW PLANES**

Merrill Lynch, Pierce, Fenner & Beane and associates are now offering \$2,750,000 The Flying Tiger Line Inc. 5½% Debentures Due 1967 (Subordinate) at 100% and accrued interest from July 1, 1952. The debentures are convertible at their principal amount into common stock on or before July 1, 1962 at \$9.375 per share of common stock. The issue has the benefit of a sinking fund commencing in 1960 calculated to retire a minimum of 70% of the debentures prior to maturity.

Net proceeds from the offering will be added to the general funds of the corporation and will be used to assist in the financing of the purchase of seven DC-6A aircraft and a complement of spare parts. The seven aircraft will cost \$6,989,878 and the spare parts not in excess of an additional \$1,000,000. The total cost will be met out of the proceeds from the sale of the debentures, general funds of the corporation and loans up to a maximum of \$5,550,000 under an agreement with The Chase National Bank of the City of New York and The New York Trust Company.

The Flying Tiger Line Inc., which started operations in 1945, is one of the country's leading air freight carriers, and in addition is engaged in the transportation of air freight and passengers on a contract or charter basis, in the over-

haul and maintenance of aircraft for others, and in the leasing of aircraft to other persons for operation by them.

**E. F. HERRLINGER, BOARD CHAIRMAN,
GUMMED PRODS. CO., DIES AT 81**

Edward F. Herrlinger, pioneer in the paper industry, founder and chairman of the board of The Gummed Products Company of Troy, Ohio, died Sunday, July 20, in Cincinnati at the age of 81. His two sons, Roth and Paul, were at his bedside. Other survivors include four grandchildren and one great-grandchild. His wife, Caroline, a director of the company since its founding, passed away in June, 1951.

**E. F. HERRLINGER**

Mr. Herrlinger began his career at the age of 19 with the Cincinnati Cordage and Paper Company where he soon advanced to the position of salesman, a position he held for 10 years, after which he started a wholesale paper business with his brothers in Cincinnati. After a short period this early venture was dissolved, and Edward F. Herrlinger formed a new company, Herrlinger and Company, in which his brother, William was associated with him.

In 1913 The Gummed Products Company was founded with Mr. Herrlinger as president. The other two founder partners were Mr. Samuel G. Leitch and Mr. Fred Holt, both of whom passed on a number of years ago. When the new company began operations in Troy, Ohio it pioneered in the production of gummed paper products West of the Hudson River. The growth of the company since its early days has been steady. Today it is one of the largest, most modern gumming plants in the country.

In 1922 Mr. Herrlinger incorporated his wholesale paper business in Cincinnati, changing the name from Herrlinger and Company to The Union Selling Company, of which he became president, until 1929 when he sold his entire interest in the wholesale paper business and,

(Continued on Page 27)

Single Oversize Elevator More Than Doubles Capacity of 2 Smaller Ones

By installing a single oversize elevator in the newest wing of its central warehouse and customer service station, Ed Schuster & Company, large Milwaukee department store, handles more merchandise more economically than it could have with the two smaller freight elevators it had originally planned to install.

Pallet and skid-loaded merchandise in this eight-story warehouse building is moved horizontally on fork-lift trucks (and on hand-powered pallet jacks) and vertically on the oversize elevator. The 17 x 22.2-ft platform of this 10,000-lb capacity elevator is so wide that as many as five and six pallets can be deposited side by side without one load getting in the way of another.

Loads are carried between the nine floor landings at speeds up to 300 feet per minute. The car has bi-parting power doors at both front and rear ends of its platform. On the main floor, the car's rear door opens directly onto the loading dock.

Because of its 16,000-lb static load capacity, lift trucks can ride safely onto the elevator with their loads and, when necessary, can ride with the elevator from floor to floor.

The car's method of operation—collective control with an optional attendant feature—permits either with

(Continued on Page 32)

PRACTICAL HANDBOOK OF

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TRAFFIC REPORTER

Charles S. Baxter, Chairman, Railroads' Tariff Research Group, Washington, D. C., spoke on "The Freight Tariff Improvement Program" at a joint meeting of the Los Angeles Transportation Club, Inc., Junior Traffic Club of Los Angeles, L. A. Traffic Managers' Conference, Women's Traffic Club of Los Angeles early in August. The Annual L.A.T.C. Picnic is scheduled for Valley Park Country Club, Sept. 6th.

August 7th a luncheon meeting of the Pacific Traffic Association was held in the Gold Ball Room of the Palace Hotel, to hear Charles S. Baxter, chairman of the Railroads Tariff Research Group of Washington, D. C. Walter J. Kelly, vice-president-traffic of the Association of American Railroads was present at the luncheon.

A new women's traffic club has been organized by Ruby Land of Republic Carloading & Distributing Company's Fresno Office, which will be called the Women's Traffic Club of Central California. Their first meeting was held in Fresno on June 26th.

The Transportation Club of St. Paul will be the host club for the 29th annual meeting of the Associated Traffic Clubs of America as announced by President F. E. Luebbe. The date is October 20-22.

C. O. Lloyd has been appointed Traffic Manager of Jones & Brown, Inc.

For the last 16 years, Lloyd was employed in the General Traffic Department of Pittsburgh Plate Glass. Prior to that time, he worked for the Pittsburgh & Lake Erie Railroad and the Pullman Company, all of Pittsburgh.



C. O. LLOYD

With his wife and three daughters, he resides in Oakhurst, Bethel Boro, a suburb of Pittsburgh. He is a member of the national and local chapters of the Interstate Commission Practitioners, a past president of Delta Nu Alpha (transportation fraternity), and he formerly served as an executive committee member of the Traffic and Transportation Association of Pittsburgh.

Traffic Clubs and related associations are invited to send news and bulletins to this column. Deadlines: the 10th of the month, for the following month.

MINIMUM CHARGE PROVISION ON MOTOR FREIGHT CANCELLED

Minimum charge provisions on interstate traffic have been cancelled from the National Motor Freight Classification.

F. G. Freund, secretary of the trucking industry's National Traffic Committee, has notified motor carriers throughout the country that the cancellation will be effective 90 days after Aug. 1st. The rule governing minimum charges on intrastate traffic has not been altered.

Carriers now relying on the classification for their interstate minimum charge were advised by the committee to publish in appropriate tariffs a minimum charge rule to replace the cancelled classification minimum charge.

Action to cancel the minimum charge under Rule 12 of the classification is in line with the National Classification Board's disposition notice of July 8 on Subject 113 of Docket 53, dealing with a minimum charge for a single shipment.

ACME STEEL BUILDS NEW WAREHOUSE IN MONTREAL

Ground has just been broken for a \$160,000 warehouse at Montreal, Quebec by Acme Steel Company of Canada, Ltd.

This marks the second step in the current expansion of the Canadian firm, a subsidiary of Acme Steel Company of Chicago, manufacturers of steel strapping, stitching machines and wire, hoops and strip steel. Earlier, construction of a \$980,000 manufacturing plant at Scarborough, Ontario was announced.

The modern structural steel and red face brick warehouse will cover 10,000 square feet of floor space at Butler and O'Connell streets in Montreal. The single story structure will be serviced by the Canadian National Railway. Main offices will remain in University Towers, 660 St. Catherine Street, W. in Montreal.

M H METHODS SAVE INDUSTRY HUGE AMOUNTS OF TIME

Modern methods of handling goods in factories or warehouses have saved American industry an amount of time equal to the approximate life span of the entire population of Minneapolis.

This statement was made by Ressler A. Dusseau, assistant general manager of the Automatic Transportation Company, 149 West 87th street, Chicago, in a speech before the Minneapolis Materials Handling Association. He used the comparison to emphasize the growth of the relatively young segment of industrial technology known as modern materials handling.

Dusseau told the group that, during the present effort to maintain both civilian and military goods output at peak levels, modern methods have been instrumental in increasing the capacity of existing factories and warehouses.

ON OUR COVER

(Continued from Page 11)

length of tape she needs, just as she would a telephone number. The tape, measured to within less than 1/4 inch of the length desired, comes out electrically, cleanly cut off, and moistened with warm water, ready for application.

In the inset photo a smiling clerk is seen applying the precisely measured tape to a carton.

Packing A Punch

(Continued from Page 11)

Export Trade & Shipper. Various manufacturers are continuing efforts to develop suitable pallets at a cost which is low enough to justify disposal after single-time use.

Not only does palletizing reduce handling costs in connection with shipment to seaboard and at the port, but in most cases it substantially reduces pilferage and damage. There are obvious problems, however, still to be overcome, one

"RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.



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of which is the fact that many foreign ports are not equipped to take advantage of mechanical handling.

Utilized pallet loads are reported to be most in use, in overseas trade, on Matson Line service to Hawaii. In the case of this company, the finest of mechanical materials handling equipment is available at both ends of the voyage. The experience of shippers using this type of pack is reported very satisfactory.

News Review

(Continued from Page 24)

with his sons, assumed the active management of The Gummed Products Company. In 1936, in a move to relinquish some of his duties, he stepped up to Chairman of the Board and Roth F. Herrlinger was named president and general manager. Paul W. Herrlinger became vice president in charge of production. Edward F. Herrlinger II, son of Roth, who came with the company two years ago, is the third generation of the Herrlinger family to take an active part in the company.

It was while heading The Unioi Selling Company that Edward F. Herrlinger was honored by election as president of the National Paper Trade Association, an organization in which he had taken an active part for a number of years. He also had been a past president of the Middle States Wrapping Paper Association.

W. E. LEVIS OF OWENS ILLINOIS NOW A DIRECTOR OF ROBERT GAIR

George E. Dyke, president of Robert Gair Company, Inc., New York, announced that at a meeting of the Board of Directors held June 24, 1952, William E. Levis, a director of Owens-Illinois Glass Company, Toledo, Ohio, was elected a director of the Gair company, replacing Henry J. Sargent, resigned.

1,373 LOCOMOTIVES. MOSTLY DIESEL, INSTALLED SO FAR IN '52

Class I railroads in the first six months of 1952 installed in service 1,373 new locomotives all of which were diesels except for 8 steam and one electric, the Association of American Railroads has announced. The new locomotives installed consisted of 1,770 units. Class I railroads put in service 1,309 new locomotives or 1,825 units, in the first six months of 1951, all being diesels except for 8 steam and 2 electric.

Of the total number put in service in the first six-months period of this year, railroads installed 224 locomotives in June, all of which were diesel except two steam. In June last year, 254 were installed, all being diesel except for 2 steam and one electric.

New locomotives on order on July 1, 1952, totaled 1,182, all of which are diesel except for 26 steam. Class I railroads had 1,674 new locomotives on order on July 1, 1951, which included 1,658 diesels, 14 steam and 2 electric.

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Standardized Package Sizes

(Continued from Page 14)

end labels in our own shop. By this method, we consolidate all orders for a given size of package, stock these in blank form and imprint the end label information on the trays for a given quantity of a specific item as that item is ready to be packaged.

The most important and most spectacular object, from a cost reduction standpoint, was to reduce the number of different packages required to box our 1500 different accessory items. The number of packages previously used for boxing our accessory line was 177, of different sizes and types. The purchase of so many different boxes, in tremendously varying quantities of each size, made each box cost us more than it should.

Box Consolidation

In the group in which we have achieved the greatest consolidation, and on some of the most popular and highest volume accessories, we replaced 55 different boxes, which were used to package 599 different items, with just 4 of the new type packages. The total yearly requirement for this entire group is 591,000 boxes, and the greatest single consolidation is in the smallest box which replaces 8 others, packing 219 items with total requirements of 340,000 per year.

In a related group of disc and wheel shaped accessories which were consolidated into one package, there are 41 items altogether, using 35 different packages and with annual requirements of 86,000 boxes, all of which are concentrated in this one box. A number of "makers' boxes" were represented in this group especially on grinding wheels. These "makers' boxes" had been the most notoriously inadequate in our while line, gave us no brand identification and did not conform in any way to our new packaging pattern. It may seem costly to replace a "maker's box" — but when you consider costly to replace 45 vials — consider that it was costing us from 5¢ to 8¢ to have these items poorly packaged by the maker, we are making an actual saving as well as gaining better packaging and brand identification, by packaging these items ourselves in the new boxes.

The most complicated group we had to work with, consisted of such widely varied accessories as heavy forged tools, light but bulky tubes, and high-priced, finely finished precision pilots. Furthermore, such items as pilots and guide cleaners were formerly packed in boxes of such small cross-section that practical labelling area was impossible, and it was determined to deliberately increase the size of package for these items to give adequate labelling area, to provide a package that stacked well and to dress up these costly precision pilots in a box that reflected their true value and fine workmanship. In this group there are 41 different items, previously using 24 different boxes, with annual requirements of 135,000. These were consolidated into 50 packages of the new type.

The final objective was to reduce the storage space required to carry our inventory of accessory packaging material and to avoid an increase in the space necessary to stock finished accessories, both in our own warehouse and in distributors' stocks. Through the adoption of the collapsible tray and sleeve package, we have eliminated all set up boxes and have achieved a space reduction of 15% on a total annual requirement of more than 80,000 cu. ft. previously required to stock our accessory items.

Based on an actual comparison of purchased price for any individual package, it would be difficult to show an appreciable reduction in cost, by the adoption of our new packaging program. In a few instances, the new packages are slightly more expensive than those previously used, but our packaging committee, and, more importantly, our company's management is thoroughly convinced that on an over-all basis we have achieved definite savings in the following areas:

1. We have made the procurement of our package requirements more flexible and by maintaining minimum stocks of standard packages have avoided delays in production schedules waiting for a special box.
2. We have reduced the packaging time in our accessory assembly line on many of these items by the use of the simpler tray-and-sleeve style box.
3. We have vastly reduced return of damaged items from our distributors and customers and claims for loss and shortages on shipments where the old style packages failed to protect or contain their contents.
4. We have greatly improved the facility of selecting accessory items through the better visibility of end label information, thus encouraging selection of our items and keeping our distributors' stocks in better shape.
5. By imprinting the label information on these boxes as accessory lots are assembled, we have eliminated the cost of separate printed labels and the time cost of attaching these labels.
6. We have almost completely eliminated the obsolescence of packages, due to changes in the accessory line.

Growing Transport Needs Multiply Uses of Trucks

Year after year for nearly half a century, the number of trucks required to meet America's growing transportation needs has increased at a steady rate.

From a mere 700 units in 1904, the nation's truck fleet climbed to an all-time high of 8,272,153 vehicles in 1950. A total of 1,142,307 new units were registered during the year—more than all the trucks operating throughout the country in 1920. Since 1940, America's truck population has increased 80 per cent.



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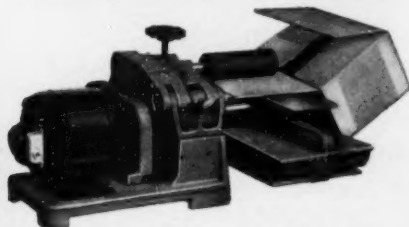
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SHIPPING MANAGEMENT, 425 Fourth Ave., N.Y. 16, N.Y.

Moving Airplane Fixtures

(Continued from Page 18)

easy—but there are quite a few tunnels between Baltimore and Texas which the fixtures would not go through. That left the highways as the only solution—and even they presented some almost insurmountable problems.

The loads would be overweight—and State Highway Commissions take a dim view of overweight trucks, even on defense work hauls. Going through the mountains of Virginia and Tennessee would present many hazards for even the most skillful driver—90 degree turns in villages and cities, bridges that would have to be skirted because they couldn't hold the weight or were too narrow and not-too-well-paved country roads on probable detours being among the worst.

E. J. Gallagher and Sons, heavy hauling contractors of Philadelphia, were called in. Days of study evolved a somewhat circuitous route that would by-pass narrow or weak bridges, low underpasses, practically all secondary roads and other obstacles.

The first fixture was loaded on a specially built trailer and the odyssey began. The going was rather rough in spots and the truck crew had to improvise on many occasions. But there was plenty of clear sailing, too, especially after crossing the Mississippi River, at Memphis, Tenn. All ten fixtures were delivered without mishap and another step forward in the country's defense program was made.

Rules For Handling Parcel Post

(Continued from Page 21)

inside the package, bearing addressee's name and address, and name and address of sender. While the post office makes every possible effort to complete delivery, packages that can't be delivered because of lost labels are "dead ducks" for the Dead Letter Office.

One address only: Over-cautious mailers sometimes address packages on more than one side. This is a mistake, causes post office confusion and sometimes delay. Put address on *one side only*—the side bearing the postage. Otherwise there's a chance that post office employees, in fast handling of packages, may come across one of the "extra" addresses first and, seeing no stamps, hold the package for lack of postage.

Wrap right for strength: People are sometimes under the impression that parcel post cannot be completely sealed, for fear it will be classified as First Class. As a result, wrapping is often not so secure as it should be, and packages are delayed. Actually, *many* methods of wrapping for parcel post are available and approved, so long as 'simple requirements are met.

Packages can be closed or held by gummed tape, steel straps or wire (ends must be protected against cutting post office employees' hands, or else package will be refused)—also by staples, or nails or screws (in

the case of wooden boxes). The only important requirement is that packages so sealed *must* carry a printed label notice to the Postmaster stating that the package contains merchandise, and may be opened for postal inspection. Consult your Postmaster for proper wording. Of course, parcel post may be tied with rope or twine—and the Postmaster notification is not required on packages when this is done. But be sure that rope or twine used is strong, and that tying is secure. Good packaging means proper delivery—in good time, in good shape.

Take precautions with packages: All Parcel Post packages, Air or regular, must be taken to the Post Office—do not deposit them in street mail boxes or leave them beside such boxes. (Also, First Class Mail too large for street mail boxes should be taken to the Post Office.)

The difference between "special handling" and "special delivery": There's much confusion about Special Handling and Special Delivery as applied to parcel post. Some people think Special Handling gets the same treatment as Special Delivery. Others think that to get best and fastest parcel post service you have to use *both* Special Delivery and Special Handling. Both notions are wrong. *Special Handling* gives the equivalent of First Class handling in transit to destination post office—but with no local Special Delivery service at destination city. *Special Delivery* not only gives all the advantages of Special Handling in transit, but in *addition* assures local Special Delivery service at destination. Air Parcel Post, in combination with Special Delivery, is, of course a speed team that's hard to beat.

All Data Courtesy Pitney-Bowes, Inc.

Engineered Hood

(Continued from Page 15)

fabricated to fit a specific model of tractor, it slips snugly into place and completely covers the engine, controls, seat, and other pilferable and valuable parts and sheathes the front end to which it is secured by two bolts.

A steel band then is stretched around the middle of the "package" as further protection.

Under the old method of packing for export, panels of hoods were lifted and placed in position individually and nailed in place after crawler tractors were on freight cars or trucks for shipment. Panels for the Models TD-14 and TD-18 crawler tractors had to be handled and placed by overhead crane, which resulted in consumption of considerable crane time.

Sam Franceshini, general foreman of the foreign packing department, said that packing time per tractor with the wirebound hood has been reduced an average of 10 percent, including assembling and actual placing of the hood, as compared to the old packing method.

Conversion to the use of the wirebound covering, Heckmann said, also resulted in 42 per cent reduction

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in initial container costs, complete elimination of concealed pilferage during shipment, and reduced frequency of shipping damage due to container failure.

Because of the relatively limited floor space needed to store the various sections of widebound hoods before use, an ample inventory of containers can be kept conveniently close to packers at all times.

Oversized Elevators

(Continued from Page 25)

or without an attendant. When operating with collective control, the car automatically responds to push-button landing calls. When attendant-operated, calls are registered on an annunciator in the car.

Because of its size, capacity and speed of operation, this oversize elevator has maintained a smooth flow



Photo & Data Courtesy Otis Elevator Co.

The single newly installed oversize elevator in the Ed Schuster & Company department store handles more merchandise more economically than it could have with the two smaller freight elevators it had originally planned to install. As many as five or six pallet loads can be deposited side by side in the elevator without crowding.

of merchandise into and out of the warehouse—even at the height of the Christmas rush. In addition, extra aisle and storage space was made available on each floor by laying flooring over the unused second hoistway.

New Towing Attachment Spots Semi-Trailers With Power Trucks

Tractors are not always immediately available when needed to spot semi-trailers at a loading dock, and costly delays often result. To remedy this situation, a new attachment for fork-lift trucks has recently been developed.

This simple device is designed to slip over the forks of the lift truck, where it is securely fastened by a



1. A 6,000-lb.-capacity pneumatic tired fork-lift truck, engaging trailer pin by means of special towing attachment device.
2. Contact is completed, and trailer is maneuvered into position.
3. Empty trailer is easily spotted prior to loading operations.

chain. A cross member, having a 3-inch hole in the center, serves as the engaging plate. It is designed for use on 6,000 to 10,000-lb.-capacity fork-lift trucks and makes it a comparatively simple matter to move and position empty semi-trailers at truck terminal facilities or wherever spotting is required.

In operation, the fork truck driver merely drives up

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(Continued from Page 18)

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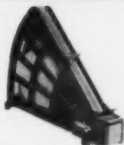
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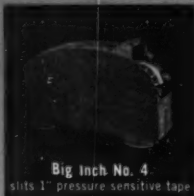
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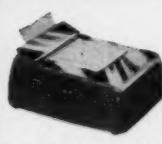
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